

# City of Gary Redevelopment Commission (GRC)

## Pre-Qualification for Development Teams

March 30, 2017

### Gary Rising Partners

**Elzie L. Higginbottom, Chairman & CEO**

East Lake Management & Development Corp.  
Co-Developer

**Eileen Rhodes, President**

East Lake Management Group, Inc.  
Co-Developer

**Tyler Holland, Development Manager**

East Lake Management & Development Corp.  
Co-Developer

**Vance Kenney, Managing Partner**

Gateway Partners, LLC  
Co-Developer

**Timothy Hughes, President**

Princeton Technical Services, Inc.  
Project Manager

**Ta Juana Tang, Principal**

Tandem Ventures, LLC  
Economic Development Consultant

**John Girzadas, Executive Vice President**

Burling Builders, Inc.  
General Contractor

**Juana Pollard, Project Executive**

East Lake Management Group, Inc.  
Property Manager

# Gary Rising Partners: Revitalizing the Communities in Which We Do Business



# Gary Rising's Vision for Key Development Areas



## Lake Street Junction Area & Miller Transportation Oriented District (TOD)

- Gary Rising is committed to promoting transit oriented development in this area
- Gary Rising is an existing property owner near the train station
- Residential, Retail, and Mixed-use development
- Improve the connectivity between residential areas and the train station



## Gary Northside Redevelopment Initiative

- Gary Rising is committed to creating density and revitalizing the surrounding neighborhoods in this area
- Create “Livable Centers”
- Gary Rising is an existing property owner at 504 Broadway
- Improve and promote green infrastructure and pedestrian linkages
- Potential for transit-oriented development in the future
- Existing assets include the baseball stadium, hospital, and convention center

## Gary Rising's Vision for Key Development Areas (Continued)



### University Park and University Park East (UPE)

- Create a “sense of place”
- Promote economic, retail, residential and mixed-use development
- Educational Institutions include Indiana University Northwest, Ivy Tech, and the Gary Career Center
- Medical / Healthcare Uses

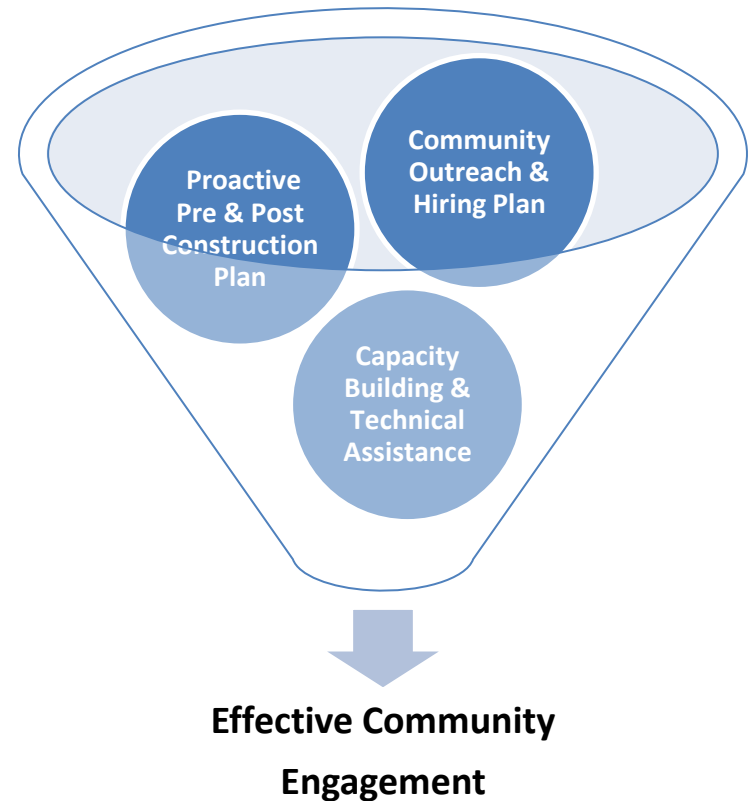
### Gary Lakefront, Marquette Park and Beach

- Create a “destination” and utilize existing historic assets
- Welcome Center for the Indiana Dunes National Lakeshore

# Gary Rising's Commitment to Community Engagement

## Community Engagement: A Fundamental Component of our Development Approach

- Utilize existing resources that Gary has to offer
- Partner with community stakeholders and the Gary Redevelopment Commission
- Produce a strategy to maximize community input in the completion of a development plan
- Plan and implement a community hiring initiative that will ensure maximum M/WBE/Section 3 participation during construction
- Provide technical assistance/capacity building that will be necessary to ensure the success of local firms at all levels of development
- Plan and implement a strategy to maximize local M/WBE participation in long-term opportunities at the properties developed



## Benefits of Partnering with Gary Rising

<b>Commitment to Underserved Communities</b>	<ul style="list-style-type: none"><li>• For over 30 years, East Lake has committed itself to the revitalization of underserved communities with great similar to downtown Gary, Indiana</li><li>• Gateway Partners has long committed itself to the revitalization of Gary, Indiana through the pursuit and delivery of commercial, office, and residential properties. Most notably, the office building at 504 Broadway.</li><li>• Our experienced management team is equipped to provide the service, accountability, communication, financial reporting, and professionalism necessary to service future commercial and residential tenants</li></ul>
<b>Commitment to Innovation and Sustainability</b>	<ul style="list-style-type: none"><li>• Experience utilizing new and innovative financing, design, and technological strategies to create quality projects in the communities we serve</li><li>• Able to utilize green features on projects when financial feasible</li><li>• Experience developing LEED certified projects</li></ul>
<b>Unparalleled Experience Utilizing Different Forms of Financing</b>	<ul style="list-style-type: none"><li>• Expertise in leveraging and combining public and private resources to create the greatest value for each project</li><li>• The majority of East Lake's development projects have utilized creative financing strategies including LIHTC equity, FHLB dollars, Project Based Section 8 Subsidy, Hope VI, FHA insurance, and conventional debt and equity</li></ul>
<b>Financial Capacity</b>	<ul style="list-style-type: none"><li>• East Lake has a large portfolio of real estate assets and a strong balance sheet</li><li>• East Lake has the ability to support preliminary predevelopment costs to explore projects in GRC's key development areas</li><li>• East Lake is able to satisfy the necessary recourse obligations required by lenders</li></ul>

**Thank You and We Look Forward to Continuing the Dialogue**

**Questions?**

